(ATTACHMENT #6)

TRUCKSTOPS of AMERICA
OFFICE CORRESPONDENCE

June 20, 1988

General Managers
Restaurant Managers
Store Managers

CONVENIENCE PRODUCTS
SNACKS, CANDY, CIGARETTES

As a result of the convenience product surveys that each of you conducted, we have issued new retail prices and have expanded the product line available from the Nashville D.C.

PRODUCT LINE

Attached is the latest products and retail price listing for counter/snack items available from the D.C. Thirty-six new items have been added including Plenty Pack gum and the Nabisco "snack a long" product line. These items will sell well and bring profit margins between 40 and 53%.

RETAIL PRICING

Retail pricing on snack/counter items has now been standardized for all locations. The snack/counter items available from Nashville are to be priced ONLY according to the prices published in the D.C. catalog and on your invoices. Attached are the retail pricing guidelines to be followed by all locations when pricing counter and snack items. These prices were determined from all of your "competitive" truckstop retail price surveys. Cigarette prices will be establsihed on a location by location basis after a competitive survey is submitted to Ray Ganem.

By implementing the new retails on snack/counter items, we will improve our profit margin while providing consistency to our customers through the system.

The attached products are now available from the D.C. and the new retail pricing policy should be implemented immediately. Please call if you have any questions.

R. J. Ganem M. J. Todor [redacted]

RJG/MJT/AAB/ct

cc: K. S. Hedman
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Source: https://www.industrydocuments.ucsf.edu/docs/rrdy0000

TRUCKSTOP PRODUCT PRICING GUIDELINES

PRODUCT DESCRIPTION	MINIMUM GROSS MARGIN	RETAIL ($ or %)
Cigarettes	(Prices will be set for each unit after price survey is completed.)	
Generic Cigarettes		
Other Cigarettes		
Bag/Box Candy		35/40%
Large Candy Bars	40%	$.79
Candy Bars	44%	$.50
Changemakers	60%	$.05 - .10
Novelty Candy	40%	$.10 - .59
Cough Drops - Sticks	37%	$.50
Cough Drops - Bags	37%	$1.29
Gum - 5/7 Stick	50%	$.45
Gum - Value Pack	52%	$.79
Bubble Gum	50%	$.45
Mints	40%	$.45
Misc./Automotive		40%
Cigars		25%
Snuff/Tobacco		25%
Snacks		40%/$.45
Grocery (can/dry goods)		32%
Dairy, Deli/Meat, Cheeses		32%

** $.50 where candy is not taxed.
$.45 where candy is taxed.

THE NASHVILLE D.C. IS OUR PRIMARY SUPPLIER FOR GUM, MINTS, SNACKS, MISCELLANEOUS/AUTOMOTIVE.

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Source: https://www.industrydocuments.ucsf.edu/docs/rrdy0000

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INV.....	SUB LN	DESCRIPTION.....	MFG.PARTNO.....	SUB LN	DATE EST	WD PRICE	RTL PR (TIN RETAIL)	MARGIN
02500000	401	TIC TAC TREE ASST/FLAVORS	00084 84/1	401	03-27-86	23.734	0.470	42.4
02500010	401	FRESH MINT REGULAR REFILLS	00001 (24/1)	401	03-27-86	6.554	0.450	39.3
02500020	401	CINNAMON REGULAR REFILLS.24/1	00002	401	03-27-86	6.554	0.450	39.3
02500030	401	ORANGE REGULAR REFILLS 24/1	00003	401	03-27-86	6.554	0.450	39.3
02500040	401	SPEARMINT REGULAR REFILLS 24/1	00004	401	03-27-86	6.554	0.450	39.3
02500070	401	WINTERGREEN REGULAR REFILLS 24	00007	401	03-27-86	6.554	0.450	39.3
24100146	401	PEPPERMNT/BREATHSAVR 24/1	7190	401	01-01-68	6.280	0.590	53.7
24100154	401	WINTERGRN/BREATHSAVR 15/1	172	401	01-01-68	6.280	0.690	39.4
24100162	401	SPEARMNT BREATHSAVR 24/1	171	401	01-01-68	6.280	0.550	52.5
76300279	401	CLORETS GUM 12/1	42036/[illegible]10	401	01-01-68	3.960	0.550	40.0
76300283	401	CERTS PEPPERMINT 24/1	71150	401	01-01-68	6.480	0.450	40.0
76300291	401	CERTS SPEARMINT 24/1	71250	401	01-01-68	6.480	0.450	40.0
76300309	401	CERTS FRUIT 24/1	71[illegible]	401	01-01-68	6.480	0.450	40.0
76300313	401	CERTS WINTERGREEN 24/1	71350	401	01-01-68	6.480	0.450	40.0
76300321	401	CERTS FIVE FLAVOR 24/1	71340	401	01-01-68	6.480	0.450	40.0
[illegible]00364	401	CLORETS MINTS 12/1	[illegible]	401	01-01-68	3.960	0.550	40.0
[illegible]300429	401	CERTS WILD CHERRY 24/1	71740	401	01-01-68	6.480	0.450	40.0
76300437	401	CERTS BUTTERMINT 24/1	71730	401	01-01-68	6.480	0.450	40.0
76300500	401	CERTS-MINI-MINT SPEARMINT 12/1	[illegible]	401	02-19-88	2.890	0.390	38.4
76300510	401	CERTS-MINI-MINT PEPPERMINT 12/	71814	401	02-19-88	2.890	0.390	38.4
76300520	401	CERTS MINI-MINT CHERRY 12/1	71816	401	02-19-88	2.890	0.390	38.4
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24100061	402	CAREFREE PEPPERMINT 30/24/1	811	402	01-01-68	4.850	0.450	55.1
24100070	402	CAREFREE SPEARMINT 30/24/1	812	402	01-01-68	4.850	0.450	55.1
24100088	402	CAREFREE CINNAMON 24/1	814	402	01-01-68	4.850	0.450	55.1
24100096	402	CAREFREE BUBBLE YUM 24/1	806	402	01-01-68	4.850	0.450	55.1

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INV.	SUB LN	DESCRIPTION	MFG. PARTNO.	SUB LN	DATE EST	WD PRICE	RTL PR (T/A RCVD)	MARGIN	
24100100	402	BUBBLE YUM REG 18/24/1	940	402	01-01-68	5.040	0.450	53.3	
24100142	402	BUBBLE YUM GRAPE 18/24/1	80930-1	402	01-01-68	5.040	0.450	53.3	
24100195	402	OREO COOKIES 1.5 OZ 12/1	629	402	[redacted]	3.000	0.490	48.9	
24100200	402	CHIPS AHOY 1.8 OZ 12/1	00627	402	[redacted]	3.000	0.490	48.9	
24100210	402	LIFESAVER-SUNSHINE FRUIT 20/1	288	402	[redacted]	5.400	0.450	40.0	
24100220	402	LIFESAVER-SPEARMINT 20/1	138	402	[redacted]	5.400	0.450	40.0	
24100230	402	LIFESAVER-BUTTERRUM 20/1	0276	402	[redacted]	5.400	0.450	40.0	
24100240	402	LIFESAVER-WILD CHERRY	0273	402	[redacted]	5.400	0.450	40.0	
24100250	402	BUBBLE YUM-SUGARLESS REGULAR	980	402	[redacted]	5.040	0.450	53.3	
24100260	402	BUBBLE YUM FRUIT 18/24/1	946	402	[redacted]	5.040	0.450	53.3	
[illegible]	402	CAREFREE BIG PACK-BUBBLE GUM	384	402	[redacted]	5.606	0.790	40.8	
[illegible]280	402	OREO BIG STUFF 1.7 OZ COOKIE	00573	402	[redacted]	3.000	0.490	74.4	
24100290	402	COOKIE BREAK COOKIES 1.6 OZ 12	00574	402	[redacted]	3.000	0.490	48.9	
24100300	402	PECAN SHORTBREAD COOKIE 1.9 OZ	00628	402	[redacted]	3.000	0.490	48.9	
24100310	402	FIG NEWTON COOKIES 2.0 OZ 12	00689	402	[redacted]	3.000	0.490	48.9	
24100320	402	NUTTER BUTTER PNUT COOKIE 1.9	02521	402	[redacted]	3.000	0.490	48.9	
24100330	402	LORNA DOONE SHORTBREAD 1.5 12/	02523	402	[redacted]	3.000	0.490	-512.2	48.9
24100340	402	NILLA WAFERS 1.29 OZ 12/1	02524	402	[redacted]	3.000	0.490	48.9	
24100350	402	ALMOST HOME NUT BROWNIE 2.3 OZ	02525	402	[redacted]	3.000	0.490	48.9	
24100360	402	CHEESE SQUARE 1.5 OZ CRACKERS	07332	402	[redacted]	5.460	0.490	53.6	
24100370	402	ROUND TOAST 1.5 OZ CRACKER 24	07333	402	[redacted]	5.460	0.490	53.6	
24200015	402	WRIGLEY'S SPEARMINT(5) 36/20/1	21471	402	01-01-68	2.500	0.350	64.2	
24200023	402	DOUBLEMINT (5)36/20/1	21472	402	01-01-68	2.500	0.350	64.2	
24200031	402	JUICY FRUIT(5) 36/20/1	21473	402	01-01-68	2.500	0.350	64.2	
24200040	402	BIG RED(5) 36/20/1	21474	402	01-01-68	2.500	0.350	64.2	
24200058	402	FREEDENT SPEARMINT(5) 36/20/1	21830	402	01-01-68	3.930	0.450	56.4	
24200066	402	FREEDENT PEPPERMINT(5) 36/20/1	21836	402	01-01-68	3.930	0.450	56.4	

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INV.....	SUB LN	DESCRIPTION.....	MFG.PARTNO.....	SUB LN	DATE EST	WD PRICE	RETAIL RTL PR	MARGIN
76300232	402	TRIDENT SPEAR SUGARLESS 24/1	61303	402	01-01-68	4.850	0.450	55.1
0240	402	TRIDENT FRUIT SUGARLESS 24/1	61422	402	01-01-68	4.850	0.450	55.1
76300259	402	TRIDENT CINNA SUGARLESS 24/1	61251	402	01-01-68	4.850	0.450	55.1
76300267	402	TRIDENT BUBBLE SUGARLESS 24/1	61349	402	01-01-68	4.850	0.450	55.1
76300300	402	CERTS-CINNAMON 24'S	71272	402	[redacted]	6.480	0.450	40.0
76300600	402	CHEWELS-SUGARLESS-CINNAMON 24'	36060	402	[redacted]	5.040	0.450	53.3
76300610	402	CHEWELS-BUBBLE GUM FRUIT 24'S	36080	402	[redacted]	5.040	0.450	53.3
76300620	402	CHICLETS GUM-FRUIT FLAVOR 20'S	10628	402	[redacted]	4.000	0.450	55.5
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00100005	403	GIANT SUPER SLIM 48/1	11550/5590A833	403	06-24-84	6.342	0.590	77.6
00100013	403	BIG SLIM RED HOT 24/1	11520	403	01-01-68	5.258	0.490	55.3
00100021	403	SLIM JIM BEEF JERKY 24/1	11860	403	01-01-68	4.225	0.450	60.8
00100030	403	SUPER JERK 24/1	18550	403	01-01-68	6.342	0.590	55.2
00100048	403	PENROSE FIRECRACKER 12/1	32080/30010	403	01-01-68	3.058	0.450	81.3
00100056	403	SLIM JIM BEEF STICK 24/1	11850	403	01-01-68	6.383	0.590	55.0
00100064	403	SUMMER SAUSAGE 12/1	11110	403	01-01-68	3.050	1.090	76.6
00100072	403	SLIM JIM SPICY IN BOXES 24/1	11090	403	01-01-68	3.312	0.490	71.8
08400010	403	MAXWELLHOUSE CREAMER 100PK 10/	88731	403	04-29-87	21.480	3.590	40.1
08400020	403	MAXWELLHOUSE COFFEE 24/1	79450	403	04-29-87	63.840	4.490	40.7
23601000	403	CANE SUGAR 2000PK/20BX-100PK		403	08-03-87	16.600	1.690	50.8
36300010	403	NABISCO - PISTACHIOS RED 12/1	7814	403	[illegible]	8.090	1.290	47.7
36300028	403	SPANISH PEANUTS SALTED 12/1	7821	403	01-01-68	4.950	0.890	53.7
36300036	403	NABISCO - SUNFLOWER SEEDS 12/1	7815 12/1	403	01-01-68	1.910	0.450	64.6
36300044	403	PEANUTS VA SALTED 12/1	7822	403	[illegible]	4.950	0.890	53.7
36300052	403	WHOLE CASHEWS	7813 12/1	403	01-01-68	9.220	1.590	51.6
36300060	403	SUNFLOWER KERNELS	7816 12/1	403	01-01-68	4.470	0.890	58.2

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Source: https://www.industrydocuments.ucsf.edu/docs/trdy0000

INV.....	SUB LN	DESCRIPTION.....	MFG.PARTNO.....	SUB LN	DATE EST	WD PRICE	RTL PR	MARGIN
36300079	403	MIXED NUTS 12/1	7832	403	01-01-68	9.280	1.290	40.0
36300087	403	PEANUTS 12/1	7837	403	01-01-68	5.100	0.690	52.2
36300141	403	5 OZ CHEESE BALL 15/1	7029	403	01-01-68	10.190	1.390	51.1
36300150	403	6 1/2 OZ CHEESE CURLS 15/1	7030	15/1	403	01-01-68	10.190	1.390	51.1
36300168	403	6 1/2 OZ CORN CHIPS 15/1	7031	403	01-01-68	10.190	1.390	51.1
36300176	403	7 OZ PRETZEL 15/1	7033	403	01-01-68	11.000	1.390	47.2
36300184	403	6.5 OZ MIXED NUTS 12/1	7367	403	01-01-68	19.340	2.690	40.1
36300214	403	6.5 OZ CASHEWS 12/1	7442/7441	403	01-01-68	35.870	4.990	40.1
36300222	403	CASHEWS 11.5 OZ 12/1	7431	403	01-01-68	37.800	5.990	47.4
36300257	403	6.5 OZ COCKTAIL NUT 12/1	7220	403	01-01-68	12.630	1.790	41.2
36300281	403	PEANUTS DRY ROASTED 8 OZ. 12/1	7326	403	01-01-68	14.680	2.290	46.5
36300500	403	HONEY ROASTED ALMONDS 12/1 90	7843	403	07-24-86	10.050	1.490	43.8
36300510	403	HONEY ROASTED PEANUTS 12 OZ CN	7280	403	07-24-86	18.040	2.890	45.6
36300520	403	HONEY ROASTED PEANUTS 12/1 90	7834	403	07-24-86	5.100	0.790	46.2
36300530	403	HONEY ROASTED CASHEWS 12/1 90	7836	403	07-24-86	9.220	1.390	44.7
	***							
24100010	404	LIFESAVER PEP-O-MINT 20/1	135	404	01-01-68	5.400	0.450	40.0
24100029	404	LIFESAVER MINT-O-GREEN 20/1	136	404	01-01-68	5.400	0.450	40.0
24100037	404	LIFESAVER FIVE FLAVOR 20/1	275	404	01-01-68	5.400	0.450	40.0
24100045	404	LIFESAVER TROP/FRUIT 20/1	238/237	404	01-01-68	5.400	0.450	40.0
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123 item(s) listed.

→ NEW ITEM!

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1228

SEND THIS FORM BY NOVEMBER 2 TO:

TRUCKSTOPS OF AMERICA
4800 EAST 49TH STREET
CLEVELAND, OHIO 44125
ATTN: RAY GANEM

1-2 tier freestanding gum
1-2 tier freestanding cigarette

RJR SALES COMPANY COMBINED
DISPLAY ORDER FORM

TOA # D670 Columbia NJ
STREET Junction Rtes 94 & I-80
CITY Columbia,
STATE New Jersey

PLEASE HAVE RJR SALES REP SET UP DISPLAY IN THE FOLLOWING LOCATIONS:

RESTAURANT AREA CASH REGISTER PC MGR INITIALS [illegible]
STORE _____ PC MGR INITIALS _____
DELI _____ PC MGR INITIALS _____
FUEL AREA _____ PC MGR INITIALS _____
C-STORE/CAR STATION AREA _____ PC MGR INITIALS _____

PAYMENTS WILL BE CREDITED ON A QUARTERLY BASIS.

APPROVED

[illegible]
GENERAL MANAGER

PLEASE CONTACT RAY GANEM (216) 271-8824 IF YOU CANNOT UTILIZE THE RJR COUNTER RACK.

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Source: https://www.industrydocuments.ucsf.edu/docs/rrdy0000

1636

SEND THIS FORM BY NOVEMBER 2 TO:

TRUCKSTOPS OF AMERICA
4800 EAST 49TH STREET
CLEVELAND, OHIO 44125
ATTN: RAY GANEM

RJR SALES COMPANY COMBINED
DISPLAY ORDER FORM

TOA # 68
STREET I80 + Rt64 PO Box 278
CITY Lamar Pa
STATE Penna 16848

PLEASE HAVE RJR SALES REP SET UP DISPLAY IN THE FOLLOWING LOCATIONS:

RESTAURANT AREA one PC MGR INITIALS L.F.
STORE None PC MGR INITIALS ——
DELI N/A PC MGR INITIALS ——
FUEL AREA None PC MGR INITIALS ——
C-STORE/CAR STATION AREA N/A PC MGR INITIALS ——

PAYMENTS WILL BE CREDITED ON A QUARTERLY BASIS.

APPROVED

Dan Foley
GENERAL MANAGER

PLEASE CONTACT RAY GANEM (216) 271-8824 IF YOU CANNOT UTILIZE THE RJR COUNTER RACK.

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